



News Release

United States Navy

Space and Naval Warfare Systems Command
Public Affairs and Corporate Communications
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Space and Naval Warfare Systems Center Awards Contract

SAN DIEGO — AMSEC LLC of Virginia Beach, Virginia is being awarded a \$422,387,132 indefinite delivery/indefinite quantity-type contract with cost-plus-award-fee and cost-plus-fixed-fee pricing for integrated installation support services for Navy militarized and commercial-off-the-shelf command, control, communications, computers, intelligence, surveillance and reconnaissance (C4ISR) systems. The contractor will provide integrated services in the areas of engineering, installation, equipment fabrication, equipment modification, testing, inspecting, training, logistics, drawings, design, pre-installation/check-out, data processing and record keeping for all types of Navy C4ISR systems. This contract contains no options. Work will be performed in San Diego, California (70%), Bremerton, Washington (15%) and Honolulu, Hawaii (15%). The period of performance is from January 23, 2001 through January 22, 2006. Contract funds will not expire at the end of the current fiscal year. This contract was competitively procured, published in the Commerce Business Daily, and posted to the SPAWAR Business Opportunities web site. Six offers were received. This award is one of two contracts awarded under Solicitation Number N66001-00-R-5001. Both contract awardees will compete for task orders during the five-year ordering period to be the installation services integrator dedicated to ships within individual Battle Groups and/or shore facilities for C4ISR installation requirements. This effort requires contractor proficiency in the integration of large-scale installation processes. Space and Naval Warfare Systems Center San Diego is the contracting activity (N66001-01-D-5019).

For more information, contact:

Industry point of contact: Karen Lisota, Senior Vice President, AMSEC LLC, 2829 Guardian Lane, Virginia Beach, VA 23452; 757-631-2224

Space and Naval Warfare Systems Center San Diego: Tom LaPuzza, Public Affairs Officer, 619-553-2724.

Space & Naval Warfare Systems Command Public Affairs Office and Corporate Communications Office, San Diego, Mr. Richard Williamson, 619-524-3432 or Ms. Gloria Ewing, 619-524-3433.

Questions and Answers

Q1. Why was this company chosen for this contract?

A1. AMSEC and RCI were chosen for this contract in accordance with the evaluation factors and basis for award established in the solicitation. Contractors' proposals were evaluated against these stated evaluation factors. Specifically, the solicitation established that the Government would award multiple contracts to the offerors representing the best value to the Government on the basis of (1) the merits of their offers, (2) their relative capability and (3) the Government's level of confidence in the offerors. These are discussed in more detail below:

- The merits of each offer deals with the offer's acceptability and its most probable cost and proposed fee.
- The capability factor measures the attributes of offerors as business firms. The solicitation stated that we would evaluate the capability of each offeror on the basis of the following six factors: organizational experience, personnel qualifications, organizational past performance, identification of and commitment to subcontractors, compliance with solicitation instructions and management of subcontractors.
- Level of confidence is established by utilizing the assessment of offerors' capabilities in the six factors described above. The higher the capability as assessed above, the higher our level of confidence. Level of confidence is quantified using a probability score called the Level of Confidence Assessment Rating (LOCAR). The LOCAR is a percentage between 10% and 90% which reflects the Government's subjective assessment of the likelihood that the offeror will keep its promises to comply with the terms and conditions of this RFP.

A best value ranking was determined using the procedures discussed above. RCI was ranked first. AMSEC was ranked second. The Government determined that it would make awards to just these top two firms and no others because this selection provides for effective task order competition during the life of the contracts and two awards are not overly costly or administratively burdensome to administer.

Q2. What experience does this company have working with the Navy and how long have they been in business?

A2. AMSEC is a partnership of Science Applications International Corporation (SAIC) and Newport News Shipbuilding. AMSEC has been in existence since 1999 and has supported the Navy in ship maintenance, repair and equipment installations since that time. Both SAIC and Newport News Shipbuilding have a long history supporting the Navy.

RCI has been in business since 1979 and has been a major support contractor for Navy C4ISR installations for many years.

Q3. What are the benefits to the Navy of this contract?

A3. The SPAWAR Systems Center San Diego Fleet Engineering Department (Code D60), operating under the programmatic auspices of the Space and Naval Warfare Systems Command, Installations and Logistics Directorate (SPAWAR 04), has stood up a C⁴ISR Installation Management Office (IMO) in order to totally integrate the planning, execution, testing and training phases for all afloat and shore SSC-SD C⁴ISR installations. This new management approach is designed to solve past cost and schedule problems caused by the disjointed matrix approach to the assignment of C⁴ISR installation responsibilities. The primary intent of this new organization is to deploy an orderly planning and implementation process for C⁴ISR installations which will assist Battle Group and Amphibious Ready Group commanders in achieving the highest degree of warfighting capability. The new management structure requires an integrated contractor-support strategy to match the newly integrated test and installation process. These new I-2000 awards provide contractual vehicles to support that strategy.

Q4. This is one of two awards under the same solicitation.
Will both companies receive the full amount stated?
How does the competition for task orders work?
Will both contractors work together at any time?

A4. The maximum amount of task orders that both firms **combined** can receive during the life of these contracts is the ceiling amount of the larger of the two contracts (\$491M). Orders will be competed when task requirements are established. Task order solicitations will be issued and task order proposals will be received and evaluated by the Government. The source selection criteria for each task order will be set forth on a task-by-task basis. It is not envisioned that the contractors will work together. Rather, the multiple award strategy was established in order to maintain the cost and quality advantages that effective competition brings to Government acquisition.

Q5. Why were only two companies chosen to receive such large contracts?

A5. Agencies have the flexibility of specifying the number of awards the Government will make from a particular solicitation. The factors considered were the costs and resources needed to administer a number of contracts and the ability to maintain effective competition throughout the life of the contracts. Thus, the goal in determining the number of awards is to make a reasonable number of awards that ensures competition but keeps the ordering process from being overly burdensome. It was the Government's determination that making two awards was the best result to ensure competition and keep the ordering process from being overly burdensome.

Q6. Are there any subcontractors?

A6. Yes. See tables below for the two contractor teams:

RCI	78.4%	Large
Subcontractor:		
SIGNAL	5.7%	Large
Darlington	5.2%	Small
NASSCO	3.0%	Large
PacShip	2.7%	Large
SIM	1.4%	SDB
J.J. Mullen	1.3%	Large
Super Welding	0.9%	HubZone
Atlas Technologies	0.8%	Small
BTI	0.7%	SDB
Subtotal Subcontract	21.6%	
Total	100.0%	

AMSEC	62.2%	Large
Subcontractor:		
Tri-Star Engineering	12.4%	SDB/WOSB/Hub
MILCOM	3.8%	Large
ACS	3.0%	Large
ORI	2.6%	SDB
Sherikon	2.6%	SDB
Raytheon	2.3%	Large
Fuentez	2.2.%	Large
Continental Maritime	1.7%	Large
PacOrd	1.6%	Large
DRS	1.6%	Large
TDS	0.7%	Large
Allied Technology	0.7%	Large
Eldyne	0.6%	Large
SAIC	0.5%	Large
Lockheed	0.5%	Large
Gryphon	0.4%	SDB/WOSB/Hub
STA	0.3%	Large
Maxim	0.3%	Small
King Technologies	0.04%	Small
Subtotal Subcontract	37.8%	
Total	100.0%	

Q7. Does this contract conflict with efforts for the Navy & Marine Corps Intranet (NMCI)?

A7. No. These contracts support efforts related to IT resources that are physically part of, dedicated to and essential in real time to the mission performance of weapons and/or shipboard systems.